

AMENDMENTSSpecification amendments:Page 1, lines 2-4:

This application ~~is~~ claims the benefit of U.S. Provisional Application No. 60/201,482 filed May 3, 2000 and entitled Pricing Rules, the entire content of such Application being expressly incorporated herein by reference.

Page 4, line 26 – page 5, lines 3:

Similarly, where the pricing quote is associated with an MPP or contract as determined at Block 12, the system asks whether the quote is for a distributor (Block ~~26~~~~32~~). If it is not for a distributor, the system asks whether a predetermined target price should be considered (Block 28) and if not, responds to the inquiry with a quoted price (Block 30) without considering the target price. On the other hand, where the quote is for a distributor, the distributor cost and resale are calculated (Block 34) and the system asks whether a target should be considered (Block 28). If not, the price inquiry is responded to with a quote (Block 30). Where a target is to be considered, the system determines whether the target is greater than the price from the contract, market price program or pricing table (Block 36). If it is greater, the price is set to equal the target (Block 38) and this price is quoted in response to the inquiry (Block 30). Where the target is not greater than the price from the pricing table, the price from the contract, market price program or pricing table is used to respond to the inquiry with a quote (Block 30).

Page 5, lines 13-19:

Once a price has been identified, either from an MPP, contract, or reference pricing table, business rules variables may be applied to the price. The price may

be modified based on data filters, quantifiers, systematic exceptions to an organization's stated pricing policy or desired practice. Further, the price or modified price may be further adjusted by applying value added services (VAS) rules. These rules can accommodate the design, application, and administration of price adders associated with value added services, such as special handling, packaging, programming, etc.

Page 10, lines 27-34:

If the column slip is greater than the remaining number of columns, the price in the maximum column may be used. The please call rule can set a flag indicating that the part cannot be priced and, similar to a target not met, the user may be asked to "call marketing", "call customer service department", etc. The sale rule, which can be used for a special deal on particular parts, can have a specific part identified. Once all applicable rules are retrieved, the rule with the lowest ranking may be applied. In other words, the rule with ranking #1 may be the first or highest ranking. If more than one rule has the same ranking, the rule that results in the lowest price may be used.

Page 12, lines 10-11:

Future timeframe pricing can be calculated by multiplying the current price by the ratio ~~ratio~~-of: Future Ref Price / Current Ref Price. For example: